

FY22 Results Presentation

Year ended 30 June 2022





David Thomas

Chief Executive Officer

Key highlights



- Completions back to pre-pandemic levels
- Industry leading build quality and customer service
- Continuing leadership in sustainability
- Adjusted gross and operating margins, as well as ROCE at 30.0%, ahead of pre-pandemic levels
- Balance sheet strength maintained notwithstanding significant investment
- Ordinary dividend of 36.9p, in line with reducing dividend cover policy
- Commencing a £200m share buyback programme through FY23



Operational targets



Progress update and areas of focus for FY23

| | ▶ Progress in FY22 | ► Areas of focus for FY23 | ▶ Medium term targets |
|------------------|---|--|---|
| Home completions | • 3.9% growth in total home completions to 17,908 (FY21: 17,243) including 746 JV completions (FY21: 726) | Managing the phase out of Help to Buy by the end of March 2023 Delivering total home completions of between 18,400 and 18,800 including c. 750 JV completions | Disciplined growth in total home completions to our new target of 21,500 homes |
| Gross margin | 160 bps increase in adjusted gross margin to 24.8% (FY21: 23.2%) 390 bps decrease in gross margin to 17.1% (FY21: 21.0%) reflecting adjusted items | Ongoing build optimisation and focus on build cost inflation control Delivering continued operational improvements across our business | Land acquisition at a minimum 23% gross margin and ongoing build optimisation and performance |
| ROCE | • 220 bps increase in ROCE to 30.0% (FY21: 27.8%) ⁽¹⁾ | Disciplined and controlled land and work in progress investment to support growth | Minimum of 25% delivered through continued operating framework discipline |

⁽¹⁾ FY21 ROCE restated to exclude provisions in relation to legacy properties from capital employed



Steven Boyes

Chief Operating Officer



Sales performance Sales rates and selling outlets

- Strong sales rate throughout the year
- Sales outlet reduction reflected the strength of private sales and some planning delays
- Total average sales outlet growth of c. 3% expected in FY23

| | FY22 | FY21 | Change | |
|---|------|------|---------|--|
| Average net private reservations per active outlet per week | | | | |
| Wholly owned | 0.81 | 0.78 | 3.8% 🔺 | |
| JV | 1.29 | 1.50 | 14.0% ▼ | |
| Total | 0.82 | 0.79 | 3.8% 🔺 | |

| Average active sales outlets | | | | | |
|------------------------------|-----|-----|---------|--|--|
| Wholly owned | 325 | 335 | 3.0% 🔻 | | |
| JV | 7 | 8 | 12.5% ▼ | | |
| Total | 332 | 343 | 3.2% ▼ | | |



Completions Volumes and pricing

- Completion growth supported by:
 - Strong market demand
 - Excellent growth in construction equivalent output
 - Supply chain partner relationships
- Private ASP growth reflects:
 - Underlying house price inflation of c. 7.4%
 - 3.5% reduction in average size
 - Geographic mix changes
- Affordable ASP growth reflects increased proportion of completions from outer London operations

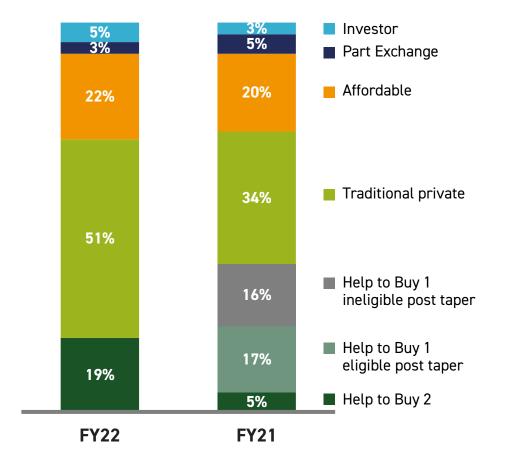
| | FY22 | FY21 | Change |
|----------------------------------|--------|--------|---------|
| Home completions | | | |
| Private | 13,327 | 13,134 | 1.5% 🔺 |
| Affordable | 3,835 | 3,383 | 13.4% 🔺 |
| Total home completions | 17,162 | 16,517 | 3.9% 🔺 |
| % Affordable | 22% | 20% | 200 bps |
| JV | 746 | 726 | 2.8% 🔺 |
| Total home completions (inc JVs) | 17,908 | 17,243 | 3.9% 🔺 |

| ASP (£'000) | | | |
|--------------------|-------|-------|--------|
| Private | 340.8 | 325.5 | 4.7% 🔺 |
| Affordable | 159.4 | 146.5 | 8.8% 🔺 |
| Total | 300.2 | 288.8 | 3.9% ▲ |
| JV | 359.6 | 364.1 | 1.2% ▼ |





- Significant step up in traditional private completions supported by:
 - Improved mortgage product availability
 - Increased mortgage market competition
- Part-exchange at historically low levels
- Well positioned for the end of Help to Buy







- Excellent improvement in construction equivalent output supported by:
 - Organised, safe and efficient site operations
 - Housetype build efficiency
 - Growth in timber frame use
 - Supply chain commitment and support
- Industry leading customer service: HBF 5 star rating for 13 consecutive years
- Industry leading build quality:
 - Pride in the Job: Industry leader for 18 years
 - RIs: 1st position amongst the majors

| | FY22 | FY21 | FY20 | FY19 |
|---|--------------------|--------------|----------------|-------------|
| Performance metrics | | | | |
| Average construction output per week (equivalent homes) YoY change (%) | 352 13.2% | 311 13.5% | 274 (24.1%) | 361 5.6% |
| HBF survey (star rating) | 5* | 5* | 5* | 5* |
| Pride in the Job Awards (number) | 98 | 93 | 92 | 84 |
| Major housebuilder rank | 1st | 1st | 1st | 1st |
| Average Reportable Items (RIs) per NHBC inspection Major housebuilder rank | 0.13 1st | 0.12 1st | 0.13 1st | 0.18 2nd |
| | | | | |

Our cost structure and total build cost inflation



| Cost structure | % of revenue (1) |
|---|------------------|
| Land | c. 16% |
| Infrastructure and S106 | c. 20% |
| Housebuild - materials | _ c. 32% |
| Housebuild – labour | J c. 32 % |
| Site and division based operating costs | c. 9% |
| Administrative expenses | c. 4% |
| Total ⁽²⁾ | c. 81% |

Materials

- Centralised procurement team manage more than 90% of materials
- Cost escalation has continued in energy intensive categories
- Some price softening in specific products (timber) but energy and wider inflationary uncertainty remains

Labour

- Cost inflationary pressures show variation
- Desire to secure future workload evident in groundworks, variability seen across other trades
- 391 apprentices, graduates and trainees on programmes as at 30th June 2022



⁽¹⁾ Illustrative of 'typical' cost structure of 23% medium term gross margin target

⁽²⁾ Illustrates operating margin of 19%

Land bank



30 June

30 June

- Land bank remains strong
- 75% of owned land bank carries detailed planning consent
- 19,089 wholly owned plots approved in FY22,
 11% ahead of plots used
- Increased cost of plots approved at £73.1k (FY21: £48.5k) reflects:
 - Underlying change in house prices
 - Improved location mix of sites
 - Increased average home size
 - Increased share of approvals of serviced sites
- Land approvals on a replacement basis from FY23

| | 2022 | 2021 |
|--|--------|--------|
| Land bank plots | | |
| With detailed planning consent | 51,009 | 52,775 |
| With outline planning consent and other ⁽¹⁾ | 16,678 | 13,826 |
| Owned | 67,687 | 66,601 |
| Controlled | 13,239 | 11,041 |
| Total | 80,926 | 77,642 |
| Land bank years (exc JVs) | 4.7 | 4.7 |
| JV – Owned and controlled | 4,548 | 4,661 |
| Total including JV | 85,474 | 82,303 |
| Strategic land (acres) | 15,537 | 13,754 |
| Strategic land (plots) | 91,440 | 78,964 |
| Gladman promotional land (plots) | 93,696 | n/a |

⁽¹⁾ Other includes plots with resolution to grant and other; 30 June 2022: 721 plots and 30 June 2021: 374 plots

Gladman



A significant enhancement to our strategic land credentials

- Successfully integrated since acquisition
- £23.3m revenue and £12.4m operating profit⁽¹⁾contribution in 5 months of ownership in FY22
- 93,696 promotional land plots at 30 June 2022
- Industry leading team in land sourcing, promotion and planning
- Provides an additional route to growth and accelerates strategic land delivery
- Gladman is benefitting from leveraging our development and financial strength
- Gladman will enable the delivery of 500 incremental completions from FY25



⁽¹⁾ Excludes amortisation of intangible assets

Summary



- Excellent growth in construction performance, despite supply chain challenges
- Industry leading customer service and build quality maintained
- Building material availability issues abating
- Build cost inflation remains a challenge to the industry, particularly energy cost volatility
- Gladman on track to deliver land bank supporting 500 incremental completions from FY25





Mike Scott

Chief Financial Officer



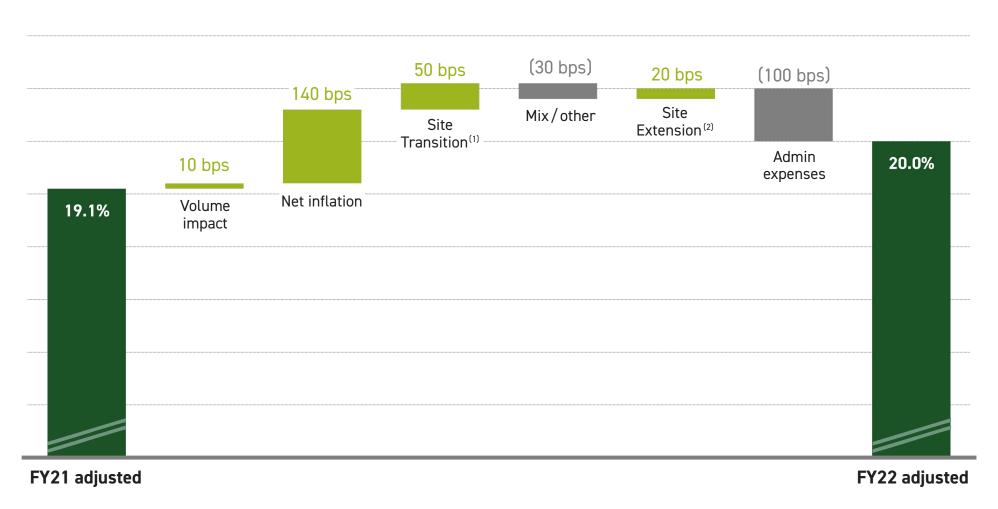


| £m (unless otherwise stated) | FY22 | FY21 | Change | |
|-------------------------------------|---------|---------|------------------|--|
| Revenue | 5,267.9 | 4,811.7 | 9.5% 🔺 | |
| Adjusted gross profit | 1,308.1 | 1,114.7 | 17.3% 🔺 | |
| Adjusted gross margin % | 24.8 | 23.2 | 160 bps 🔺 | |
| Gross profit | 899.9 | 1,010.0 | 10.9% 🔻 | |
| Gross margin % | 17.1 | 21.0 | 390 bps ▼ | |
| Adjusted operating profit | 1,054.8 | 919.0 | 14.8% 🔺 | |
| Adjusted operating margin % | 20.0 | 19.1 | 90 bps 🔺 | |
| Operating profit | 646.6 | 811.1 | 20.3% 🔻 | |
| Operating margin % | 12.3 | 16.9 | 460 bps ▼ | |
| Adjusted PBT | 1,054.8 | 919.7 | 14.7% 🔺 | |
| PBT | 642.3 | 812.2 | 20.9% ▼ | |
| Adjusted earnings per share pence | 83.0 | 73.5 | 12.9% 🔺 | |
| Earnings per share pence | 50.6 | 64.9 | 22.0% 🔻 | |
| Net cash | 1,138.6 | 1,317.4 | 13.6% 🔻 | |
| ROCE% ⁽¹⁾ | 30.0 | 27.8 | 220 bps 🔺 | |

⁽¹⁾ FY21 ROCE restated to exclude provisions in relation to legacy properties from capital employed

Operating margin bridge





 $^{(1) \ \} Reflects \ benefits \ from \ new \ sites, \ adoption \ of \ standard \ house types \ and \ refinement \ of \ our \ house type \ designs$

⁽²⁾ Reflects the impact of COVID-19 and associated lockdowns on the delivery period of sites, original estimates of delays reducing in time due to sales and build rates





FY22 administrative expenses growth reflects several factors including:

- Sundry income reduction and CRM one-off costs
- People related costs headcount, inflation, accelerated FY23 salary review
- Gladman acquisition

Administrative expenses in FY23 expected to be c. £300m, reflecting:

- c. £10m Building Safety Unit costs as previously guided
- c. £11m full year Gladman impact (inc. amortisation)
- c. £12m reduction in sundry income
- c. £5m investments in two new divisions and timber frame factory
- Balance reflects underlying cost base inflation

| £m | FY22 | FY21 |
|---|--------|--------|
| Sundry Income | (21.2) | (24.5) |
| Employee incentive costs | 78.4 | 70.1 |
| CRM costs | 10.4 | 0.4 |
| Other administrative costs | 188.8 | 155.2 |
| Administrative expenses before adjusted items | 256.4 | 201.2 |
| CJRS | - | 3.2 |
| Administrative expenses per income statement | 256.4 | 204.4 |
| Net part-exchange income | (3.1) | (5.5) |
| Net administrative expenses | 253.3 | 198.9 |





| £m | FY22 | FY21 |
|--|--------|-------|
| Operating adjusting items: | | |
| CJRS grant – repayment recognised in cost of sales | - | 22.8 |
| CJRS grant – repayment recognised in administrative expenses | - | 3.2 |
| Total CJRS grant - repayment | - | 26.0 |
| Costs associated with legacy properties | 433.2 | 81.9 |
| Amounts associated with legacy properties recovered from third parties | (25.0) | - |
| Total | 408.2 | 107.9 |
| Joint ventures: | | |
| Cost / (credit) associated with legacy properties | 4.3 | (0.4) |
| Total including joint ventures | 412.5 | 107.5 |

Operating framework

BARRATT DEVELOPMENTS PLC

Progress update

| | Operating framework | ▶ Progress in the year |
|--|--|--|
| Land bank (1) | c. 3.5 years owned and c. 1.0 year controlled | 3.9 years owned and 0.8 years controlled (2021: 4.0 years owned and 0.7 years controlled) |
| Land creditors | Maintain at 15 - 25% of the land bank over medium term | Slight reduction to 22.0% (2021: 22.3%) |
| Not oosh | Modest average net cash over the financial year | FY22 average net cash of £957.4m (FY21: £821.0m) |
| Net cash | Year end net cash | £1,138.6m (2021: £1,317.4m) |
| Total indebtedness (net cash and land creditors) | Minimal year end total indebtedness in the medium term | Total net surplus of £405.0m (2021: £659.1m net surplus) |
| Treasury | Appropriate financing facilities | £700m Revolving Credit Facility extended to November 2025 £200m Private Placing Notes maturing August 2027 |
| Dividend policy | Phased reduction in dividend cover to 2.25x in FY22, 2.0x for FY23 and 1.75x for FY24 and thereafter | FY22 total ordinary dividend of 36.9p per share (FY21: 29.4p) |

⁽¹⁾ Land bank years are calculated as the number of plots in our land bank divided by the last 12 months of home completions



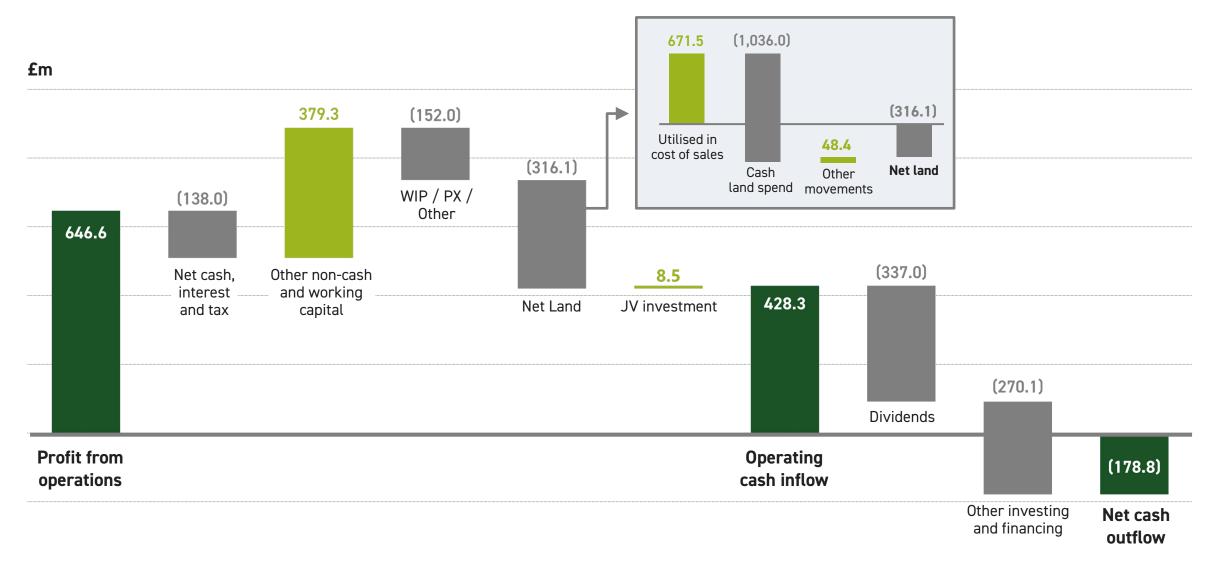


| £m | 30 June 2022 | 30 June 2021 | Change |
|---|--------------|--------------|----------|
| Goodwill and intangible assets | 1,058.3 | 905.9 | 152.4 |
| Investment in joint ventures and associates | 177.9 | 163.1 | 14.8 |
| Gross land bank | 3,339.9 | 2,946.3 | 393.6 |
| Land creditors | (733.6) | (658.3) | (75.3) |
| Net land bank | 2,606.3 | 2,288.0 | 318.3 |
| Land creditor % | 22.0% | 22.3% | (30 bps) |
| WIP | 1,837.8 | 1,675.9 | 161.9 |
| Net cash | 1,138.6 | 1,317.4 | (178.8) |
| Trade payables | (324.0) | (289.6) | (34.4) |
| Other working capital ⁽¹⁾ | (348.9) | (531.1) | 182.2 |
| Other net assets / liabilities (1) | (514.7) | (77.5) | (437.2) |
| Net assets | 5,631.3 | 5,452.1 | 179.2 |

⁽¹⁾ In line with ROCE definition change, provisions in relation to legacy properties restated from other working capital to other net assets / liabilities

Cash flow









| Completions | c.18,400 – 18,800 total home completions, including c. 750 JV completions c. 21% affordable, c. 79% private mix |
|--------------------------------------|---|
| Average sales outlet growth (inc JV) | c. 3% |
| Build cost inflation range | c. 9-10% |
| Administrative expenses | c. £300m (including amortisation of intangible assets of c. £10m) |
| Interest cost | c. £38m (c. £10m cash, c. £28m non-cash) |
| Land approvals | Replacement basis |
| Land cash spend | c. £1.2bn |
| Year end net cash | c. £0.8bn |
| Taxation | Effective tax rate of 24.5% reflecting full year impact of RPDT and scheduled CT rate changes |
| Ordinary dividend cover | 2.0x ordinary dividend cover based on adjusted EPS |

Financial summary



- Excellent financial performance, ahead of FY19 across all key adjusted metrics
- Balance sheet strength maintained
- Ordinary dividend policy with phased dividend cover to 2.0x in FY23 and 1.75x in FY24
- £200m share buyback commencing and to complete during FY23



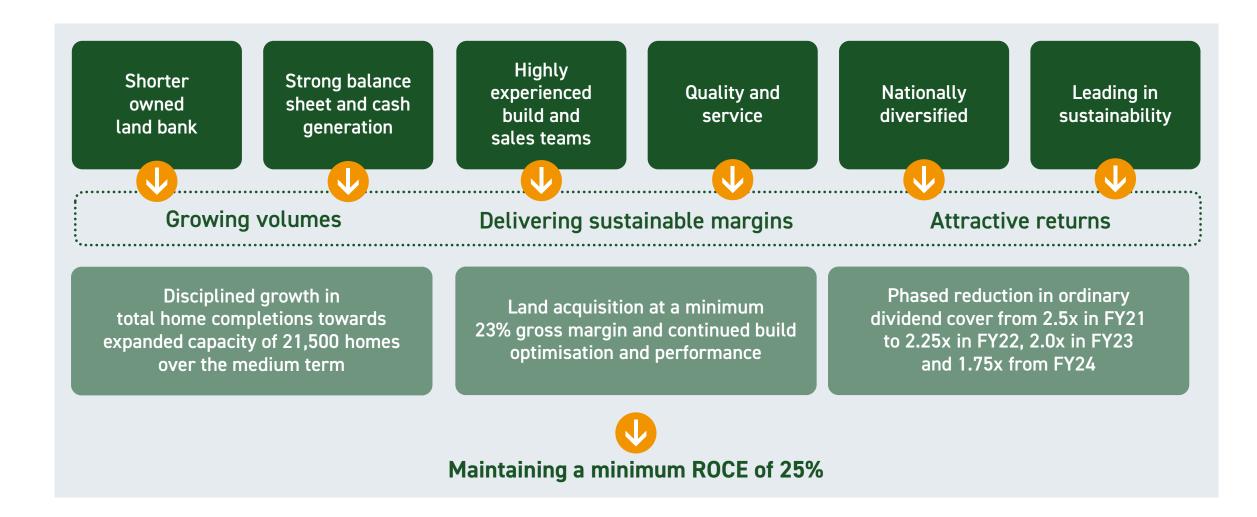


David Thomas

Chief Executive Officer

Investment proposition





Market fundamentals





Demand continues to exceed supply



Consumer confidence low



Attractive land market but planning backdrop more challenging



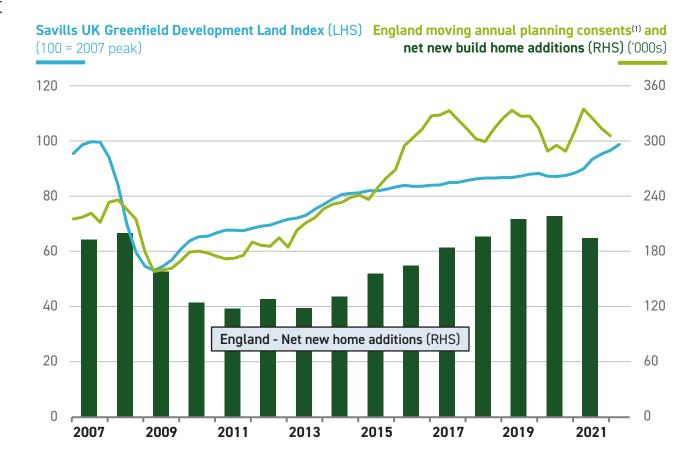
More competitive mortgage market but increasing mortgage rates

⁽¹⁾ Rates are from an average of five lenders. Standard 85% product based on available rate with a fee not exceeding £1,000. Rates at 17 August 2022

Planning and the UK land market



- Planning consents remain ahead of development
- Annualised consents peaked at 335.6k in June 2021
- But latest data through 1Q22 suggests annualised consents at 306.4k
- Action is needed on:
 - Government policy on nutrient neutrality
 - Improved resourcing for local authority planning departments



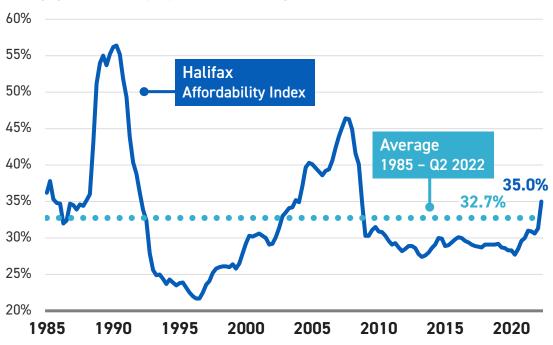
⁽¹⁾ Latest planning consents data only available through 31 March 2022 $\,$

Mortgage affordability and mortgage lending



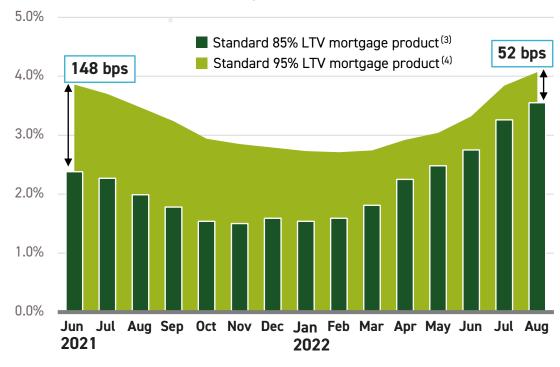
Halifax Mortgage Affordability Index(1)

Mortgage costs as a proportion of earnings



Average 2-year fixed rate mortgage pricing





- (2) Rates through to 17 August 2022
- (3) Rates are from an average of five lenders based on the available rate with a fee not exceeding £1,000
- (4) Rates are from an average of ten lenders with a fee not exceeding £1,000

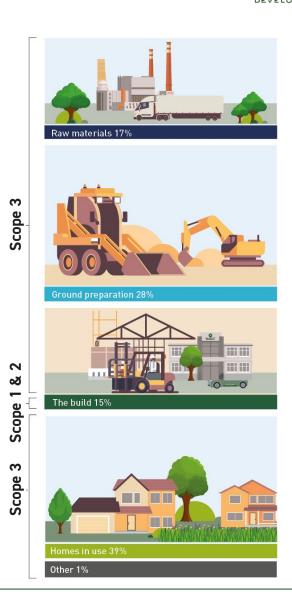
⁽¹⁾ The mortgage cost to earnings ratio is calculated using the Halifax standardised average house price (seasonally adjusted), average disposable earnings for all full time employees and the BoE monthly average rate for new advances to households

Sustainability

BARRATT

Our ambitions

- The leading national sustainable housebuilder
- Reduce scope 1 and 2 emissions by 29% by 2025⁽¹⁾
- LTPP incentive schemes incorporate scope 1 and 2 carbon emission reduction targets
- Reduce scope 3 emission intensity by 24% per m² of build by 2030 (2)
- Net zero greenhouse gas emissions in our operations by 2040



(1) From 2018 baseline

(2) From 2018 levels based on legally completed build area



Sustainability

Waste, the Future Homes Standard and biodiversity net gain

Waste intensity reduced by 15.6% in FY22

- Action plans are delivering waste reduction and material cost savings
- Waste intensity reduction will again be incorporated in the annual bonus scheme for all employees in FY23

The Future Homes Standard

- Effective 15 June 2022 (transition period on existing sites ends 14 June 2023)
- Zed House and Delamare Park delivering insights and understanding

Biodiversity net gain (BNG)

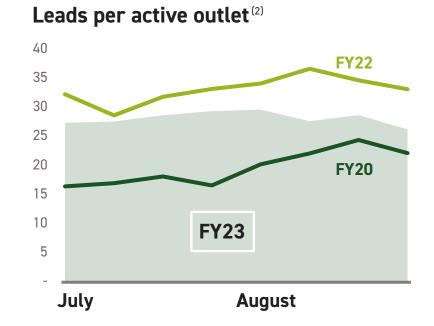
- BNG best practice embedded across our regions in FY22
- On track to deliver 10% BNG on all sites submitted for planning from January 2023







| | FY23 to date | FY22 to date | Change |
|---|-----------------|-----------------|---------|
| Net private reservations per active outlet per average week | 0.60 | 0.82 | 26.8%▼ |
| Average active outlets | 338 | 334 | 1.2% 🔺 |
| Net private reservations per average week | 203 | 274 | 25.9% ▼ |
| Total forward sales (including JVs) (1) | £3,808.9m | £3,843.4m | 0.9% ▼ |



⁽¹⁾ As at 28 August 2022 and 29 August 2021

Conclusion



- Excellent operational and financial performance
- Industry leading build quality, customer service and sustainability
- Uncertainties around inflation, energy costs and interest rates are impacting current demand
- Balance sheet remains strong
- Order book well positioned to support FY23 completions
- Fundamentals around housing remain





Q&A





Appendices

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Definitions



Active outlet is a site with at least one home for sale

ASP is average selling price

Average cash (debt) is calculated on average daily closing position in period

CJRS is Coronavirus Job Retention Scheme

Contribution is surplus of revenue for a unit over the direct costs (land and build) attributed to that unit, expressed as a percentage of revenue

Earnings per share (EPS) is calculated by dividing the profit for the period attributable to ordinary shareholders by the weighted average number of ordinary shares in issue during the period, excluding those held by the Employee Benefit Trust

FY refers to financial year ending 30 June

Gross margin is calculated as gross profit divided by total revenue

HY refers to six month period ending 31 December

2HY refers to six month period ending 30 June

Land bank years are calculated as the number of plots in our land bank divided by the last 12 months of home completions

Lead is a unique customer enquiry for a development

LTV is Loan to value

Net cash is defined as cash and cash equivalents, bank overdrafts, interest bearing borrowings and prepaid fees

Operating margin is calculated as operating profit divided by total revenue

PBT is profit before tax

Regional includes all regions excluding London

Return on Capital Employed (ROCE) is calculated as earnings before amortisation, interest, tax, operating charges relating to the defined benefit pension scheme and operating adjusting items for the year, divided by average net assets adjusted for goodwill and intangibles, tax, net cash, retirement benefit assets/obligations, derivative financial instruments and provisions in relation to legacy properties

Unless stated **Joint Ventures (JV)** in which the Group has an interest are not included throughout the presentation





| | 28 Augu | ıst 2022 | 29 August 2021 | | Change | |
|--------------|---------|----------|----------------|--------|---------|---------|
| | £m | Homes | £m | Homes | £m | Homes |
| Private | 2,421.5 | 6,467 | 2,331.1 | 6,851 | 3.9% 📥 | 5.6% 🔻 |
| Affordable | 1,079.6 | 6,658 | 1,250.9 | 7,835 | 13.7% 🔻 | 15.0% 🔻 |
| Wholly owned | 3,501.1 | 13,125 | 3,582.0 | 14,686 | 2.3% 🔻 | 10.6% 🔻 |
| ٦٧ | 307.8 | 933 | 261.4 | 716 | 17.8% 📥 | 30.3% 🔺 |
| Total | 3,808.9 | 14,058 | 3,843.4 | 15,402 | 0.9% ▼ | 8.7% 🔻 |

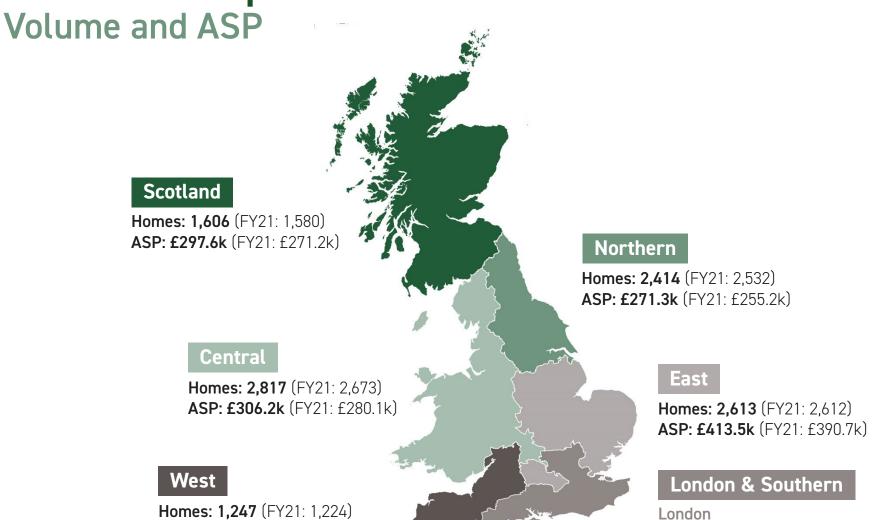




| | 28 Augu | st 2022 | 29 August 2021 | | Change | |
|---------------------------|---------|----------------------|----------------|----------------------|---------|----------------------|
| | Private | Total ⁽¹⁾ | Private | Total ⁽¹⁾ | Private | Total ⁽¹⁾ |
| 30 June | 6,108 | 13,579 | 5,724 | 14,334 | 6.7% 📥 | 5.3% 🔻 |
| Reservations | 1,709 | 2,138 | 2,353 | 2,880 | 27.4% 🔻 | 25.8% 🔻 |
| Completions | (1,350) | (1,659) | (1,226) | (1,812) | 10.1% 📥 | 8.4% 🔻 |
| 28 Aug 2022 / 29 Aug 2021 | 6,467 | 14,058 | 6,851 | 15,402 | 5.6% ▼ | 8.7% 🔻 |



Private completions



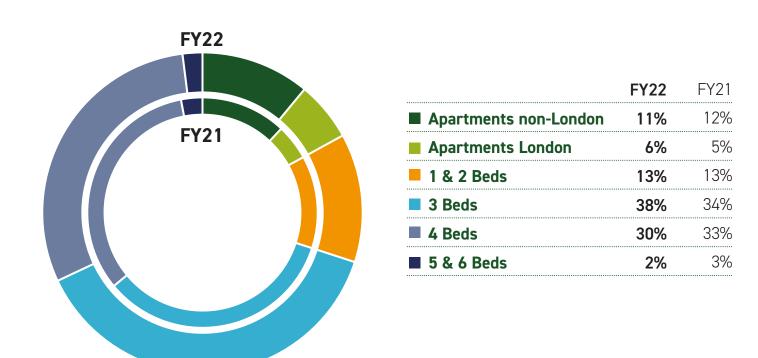
Homes: **833** (FY21: 673) **ASP: £432.6k** (FY21: £478.0k) Southern

Homes: 1,797 (FY21: 1,840) ASP: £384.1k (FY21: £376.7k)

ASP: £332.9k (FY21: £339.9k)





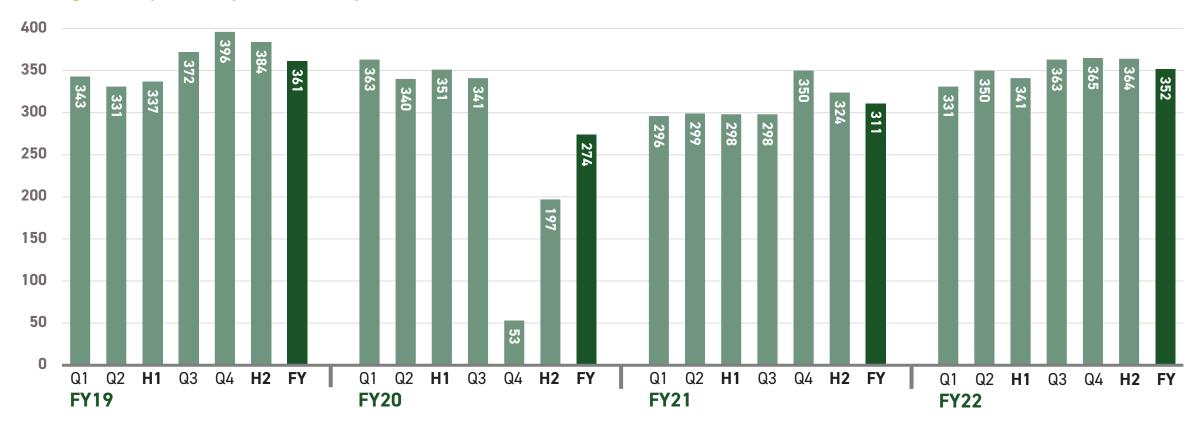


Site based construction activity



Average weekly output

Average weekly build equivalent unit production (homes)







| £m (unless otherwise stated) | FY22 | FY21 | Change |
|--|-----------|-----------|------------------|
| Revenue | 5,267.9 | 4,811.7 | 9.5% 🔺 |
| Cost of Sales | (4,368.0) | (3,801.7) | 14.9% 🔻 |
| Gross profit | 899.9 | 1,010.0 | 10.9% |
| Gross margin % | 17.1 | 21.0 | 390 bps ▼ |
| Analysed as: | | | |
| Adjusted gross profit | 1,308.1 | 1,114.7 | 17.3% 🔺 |
| Adjusted gross margin % | 24.8 | 23.2 | 160 bps 🔺 |
| Costs associated with legacy properties ⁽¹⁾ | (408.2) | (81.9) | 398.4% |
| CJRS grant repaid | - | (22.8) | 100.0% |
| Administrative expenses / part-exchange | (253.3) | (198.9) | 27.4% |
| Operating profit | 646.6 | 811.1 | 20.3% |
| Operating margin % | 12.3 | 16.9 | 460 bps \ |
| Analysed as: | | | |
| Adjusted operating profit | 1,054.8 | 919.0 | 14.8% 🔺 |
| Adjusted operating margin % | 20.0 | 19.1 | 90 bps 🔺 |
| Cost associated with legacy properties (1) | (408.2) | (81.9) | 398.4% |
| CJRS grant repaid | - | (26.0) | 100.0% |
| Net finance costs | (27.6) | (26.6) | 3.8% 🔻 |
| Share of JV/associate profit | 23.3 | 27.7 | 15.9% 🔻 |
| PBT | 642.3 | 812.2 | 20.9% 🔻 |

⁽¹⁾ Includes £25m legacy property recoveries from third parties in FY22



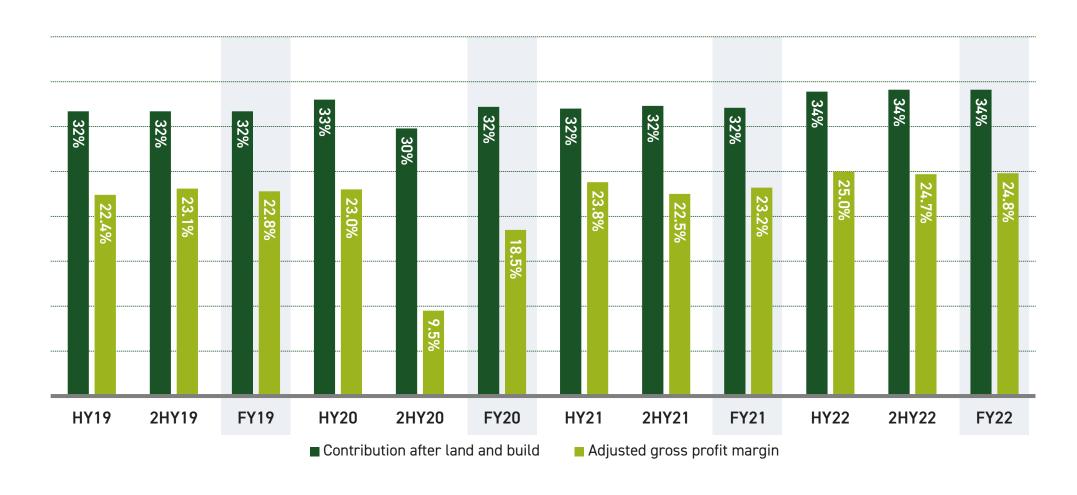


| £m | FY22 | 2HY22 | HY22 | FY21 | 2HY21 | HY21 |
|---|--------|--------|-------|--------|--------|--------|
| Sundry Income | (21.2) | (12.5) | (8.7) | (24.5) | (12.2) | (12.3) |
| Employee incentive costs | 78.4 | 43.3 | 35.1 | 70.1 | 41.0 | 29.1 |
| CRM costs | 10.4 | 1.7 | 8.7 | 0.4 | 0.2 | 0.2 |
| Other administrative costs | 188.8 | 109.4 | 79.4 | 155.2 | 81.1 | 74.1 |
| Administrative expenses before adjusted items | 256.4 | 141.9 | 114.5 | 201.2 | 110.1 | 91.1 |
| CJRS | - | - | - | 3.2 | - | 3.2 |
| Administrative expenses per income statement | 256.4 | 141.9 | 114.5 | 204.4 | 110.1 | 94.3 |
| Net part-exchange income | (3.1) | (1.1) | (2.0) | (5.5) | (2.2) | (3.3) |
| Net administrative expenses | 253.3 | 140.8 | 112.5 | 198.9 | 107.9 | 91.0 |



Group cost structure

Contribution and adjusted gross margin record





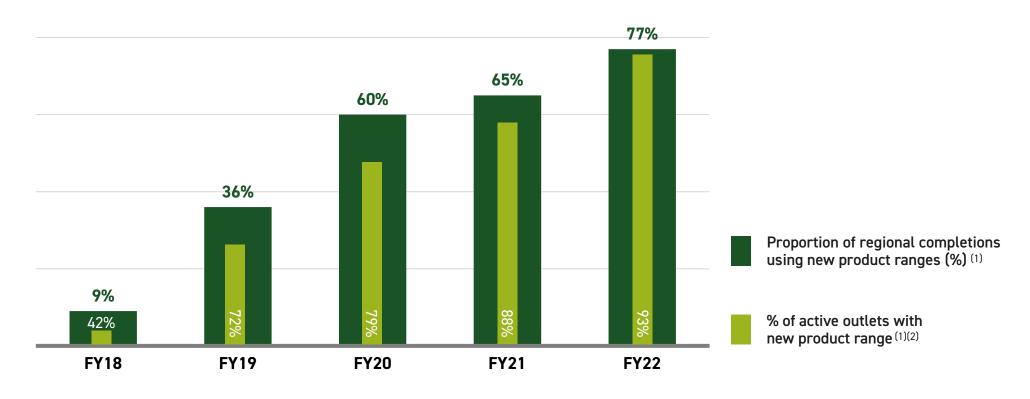


| £m | FY22 | FY21 |
|---|-------|-------|
| Interest on term debt and overdrafts | (1.5) | 0.3 |
| Interest on private placement notes | 5.6 | 5.5 |
| Utilisation / non-utilisation fees on RCF | 3.5 | 3.5 |
| Other interest | 0.7 | 0.4 |
| Total cash interest | 8.3 | 9.7 |
| | | |
| Land creditors / deferred payables | 14.4 | 13.7 |
| Financing fees | 4.0 | 2.0 |
| Pension | - | (0.1) |
| Lease interest | 0.9 | 1.3 |
| Total non-cash interest | 19.3 | 16.9 |
| Total interest | 27.6 | 26.6 |

Driving operating margin New product range roll-out



New product ranges (%)



⁽¹⁾ Including JVs in which the Group has an interest

Balance sheet Land bank



| | 30 June 2022 | 30 June 2021 |
|---------------------------------------|--------------|--------------|
| Land bank plots | | |
| With detailed planning consent | 51,009 | 52,775 |
| With outline planning consent | 15,957 | 13,452 |
| With resolution to grant and other | 721 | 374 |
| Owned | 67,687 | 66,601 |
| Controlled | 13,239 | 11,041 |
| Total land bank plots | 80,926 | 77,642 |
| JV plots – owned | 3,012 | 3,157 |
| JV plots - controlled | 1,536 | 1,504 |
| Total land bank plots (including JVs) | 85,474 | 82,303 |
| Land bank pricing (£'000) | | |
| Cost of plots acquired | 56.4 | 44.6 |
| Cost of plots in P&L | 39.1 | 45.4 |
| Cost of plots in balance sheet | 48.3 | 43.5 |
| Owned land bank ASP (1) | 322 | 289 |

⁽¹⁾ At current prices



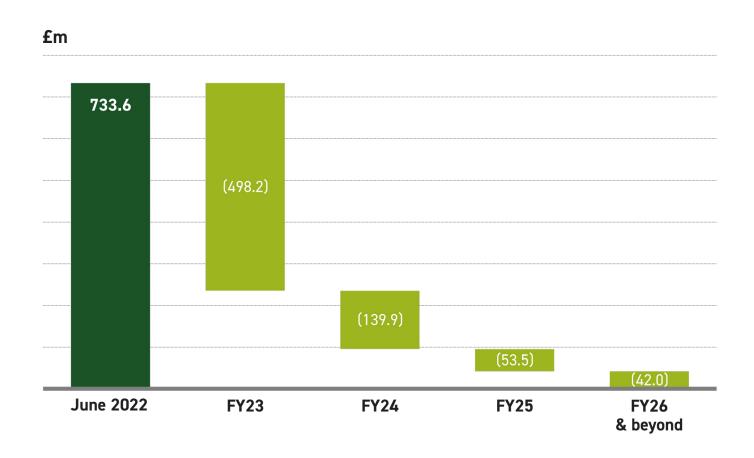
Land bank evolution

Reconciling plots and balance sheet land investment

| | FY22 | | | FY21 | | FY20 | | | |
|--|----------|---------|------|----------|---------|------|----------|---------|------|
| | Plots | £m | £k | Plots | £m | £k | Plots | £m | £k |
| Land bank movements | | | | | | | | | |
| Start of period total land bank | | 2,946.3 | | | 3,112.3 | | | 3,071.6 | |
| Start of period strategic and WBD land | | (48.7) | | | (40.9) | | | (45.8) | |
| Start of period owned current land bank | 66,601 | 2,897.6 | 43.5 | 68,393 | 3,071.4 | 44.9 | 66,423 | 3,025.8 | 45.6 |
| Plots acquired | 18,497 | 1,043.5 | 56.4 | 13,904 | 620.0 | 44.6 | 14,173 | 612.5 | 43.2 |
| Plots consumed on wholly owned completions | (17,162) | (671.5) | 39.1 | (16,517) | (750.6) | 45.4 | (12,034) | (513.5) | 42.7 |
| Land sales | (502) | (17.8) | 35.5 | (313) | (15.5) | 49.4 | (101) | (3.8) | 37.6 |
| Re-plans and re-plots | 253 | | | 1,134 | | | (68) | | |
| IFRS adjustments, impairments and other | | 20.4 | | | (27.7) | | | (49.6) | |
| End of period owned current land bank | 67,687 | 3,272.2 | 48.3 | 66,601 | 2,897.6 | 43.5 | 68,393 | 3,071.4 | 44.9 |
| End of period strategic and WBD land | | 67.7 | | | 48.7 | | | 40.9 | |
| End of period total land bank | | 3,339.9 | | | 2,946.3 | | | 3,112.3 | |









Buildings

223

Building safety

Portfolio under review at 30 June 2022

| | 06 April 2022 | | Identified for r | eview | remediation com | 30 June 2022 | | |
|------------------------|---------------|-----------|------------------|-----------|-----------------|--------------|--------------|---|
| Portfolio under review | Developments | Buildings | Developments | Buildings | Developments | Buildings | Developments | |
| Above 18 metres | | 128 | | 17 | | (5) | | |
| Under 18 metres | | 83 | | 10 | | (10) | | |
| Total | 66 | 211 | 7 | 27 | (4) | (15) | 69 | Ī |

| Portfolio where remediation completed or not required | 06 April 20: | 22 |
|---|--------------|-----------|
| following review | Developments | Buildings |
| Above 18 metres | | 11 |
| Under 18 metres | | 8 |
| Total | 7 | 19 |

| Returned to scope following Industry Pledge | | |
|--|-----------|--|
| Developments | Buildings | |
| | (4) | |
| | 0 | |
| (2) | (4) | |

| Kev | | irmed no re liation com | |
|-----|----------|----------------------------|--|
| | Developr | nents | |
| | | | |
| | | 4 | |

Review confirmed no remediation /

| 30 June 202 | 22 |
|--------------|-----------|
| Developments | Buildings |
| | 12 |
| | 18 |
| 9 | 30 |
| | |

| Portfolio under | review |
|-----------------|--------|
|-----------------|--------|

| | i oi iiotio aiiaoi | |
|----------------------|--------------------|-----------|
| 30 June 2022 | Developments | Buildings |
| Barratt freehold | 6 | 36 |
| Third party freehold | 63 | 187 |
| Total | 69 | 223 |
| London | 39 | 125 |
| Non-London | 30 | 98 |
| Total | 69 | 223 |
| | | |

Portfolio where remediation completed or not required following review

| Buildings | Developments |
|-----------|--------------|
| 9 | 3 |
| 21 | 6 |
| 30 | 9 |
| 10 | 3 |
| 20 | 6 |
| 30 | 9 |

2022 Socio-economic footprint



Barratt Developments PLC 2022 Socio-economic footprint

The infographic provides an illustration of the social and economic contribution made by the Barratt Group to people, places and nature for the financial year 2022

The assessment was carried out by independent experts who analysed socioeconomic impacts through the delivery chain for new housing based upon Barratt Developments datasets, published research and national statistics. All figures are based in the financial year ending 30th June 2022 and include joint venture home completions in which the Group has an interest. For full details of the methodology used please see www.barrattdevelopments.co.uk/buildingsustainably/our-publications-andpolicies/publications

In 2022, 100% of our developments actively contributed to community infrastructure.

Supply chain partnerships

sub-contractor companies supported (including through joint ventures)



supplier companies supported

(including through joint

total value of spend with suppliers and sub-contractors, contributing £4.40bn to the national economy



90%

centrally sourced components which are assembled or manufactured in the UK supporting local jobs



Employment and skills development

direct, indirect and induced employment through the Group, it's sub-contractors and suppliers. Equivalent to 2.7 jobs per dwelling



of Gross Value Added (GVA). the Group's contribution to UK economic output





graduates, apprentices and trainees

on programmes. This contributes an

Investment in local infrastructure

f201m

local contributions including s106 and equivalent contributions such as the Community Infrastructure Levy



local facilities including sports and leisure, health, youth and community centres





5,346

school places

f253m

spending in shops and services by residents of new homes (p.a.) supporting 2,447 retail and service-related jobs (p.a.)



charitable donations including company donations, employee fundraising and supplier sponsorship, made directly or via the Barratt Foundation



Support for charities



3.690

hours of employee

Supporting public services

New Homes Bonus paid by

Government to Local Authorities as a result of homes built by the Group



f410.3m

tax generated by our activities through Corporation tax, NI, PAYE, SDLT and local council tax



£1.40bn

of land approved for investment



99%

homes built to FPC* A and B

with a total market value of £668m, sold at 52% below the average private new house sold

affordable new homes (including joint ventures)

Investing in new homes

new homes (including joint ventures) with a total market value of £5.42bn



Enhancing biodiversity and greenspace provision

281ha

of green space created through public open space and private gardens (the equivalent of 401 football pitches)



of developments designed with landscape-led, above ground, Sustainable Urban Drainage Systems



swift nesting boxes purchased

for our developments as part of

our commitment to biodiversity

140

sites with identified Biodiversity Net Gain requirement ahead of legislation



tonnes of CO2e emissions per 100m.sq. completed build area (scope 1 and 2). A reduction of c.14% on the previous year and c.20% from our 2018 benchmark



Managing our impact

tonnes of construction waste per 100m.sq. completed build area, a 30% reduction against our 2015 benchmark of 7.09 tonnes/100m.sq.



sustainably

certified timber

* EPC (Energy Performance Certificate) measures the energy efficiency of homes on a scale of A to G. | * PEFC (Programme for the Endorsement of Forest Certification) and FSC (Forest Stewardship Council) are the two leading sustainable forestry certifications.

External benchmarks





5 Star award for 13 years

Only major national housebuilder to achieve this



98 awards in 2022

More than any other housebuilder for 18 consecutive years



Gold award for 2021

Highest scoring national housebuilder



Sustainable
Housebuilder of the
Year 2021

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